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The San Diego REALTOR®



THE TRUSTED VOICE OF SAN DIEGO REAL ESTATE

What's Happening at SDAR • July 2011

REGIONAL REAL ESTATE SUMMIT RETURNS AUG. 24

SDAR is pleased to present the 3rd Annual Regional Real Estate Summit. Join your colleagues for this luncheon gathering and receive valuable information to help you navigate your business in today's market. Respected industry experts will put the state and regional real estate economy in focus, and give you insight into trends for the near future.

We are expecting up to 1,000 real estate professionals for this popular event – don't be left out.

SPEAKERS:



NORM MILLER –
Director, Real Estate
Academic Programs
Burnham-Moores
Center for Real
Estate, USD

Dr. Norm Miller is Academic Director for the MSRE Program, Burnham-Moores Center for Real Estate and one of the founders of Collateral Intelligence (www.co-intel.com) and Collateral Analytics. His research cov-

ers housing risk analysis, price forecasting, AVMs and mortgage risk analysis and more recently the costs and benefits of green efforts and sustainable real estate. As a Homer Hoyt Land Use Institute Faculty and Board member, he is involved with some premier thought leaders among academics and industry professionals in a think-tank setting. He is the co-author of the leading graduate text for real estate, and is the editor of the Journal of Sustainable Real Estate.



CYNTHIA A. KROLL
– Senior Regional
Economist
Fisher Center for Real
Estate and Urban
Economics,
University of
California, Berkeley

Dr. Cynthia Kroll is well-known for her research on California economic trends and their implications for real estate. Her recent and ongoing research span a broad range of topics and disciplines, including industrial structure, innovation, and financing

WEDNESDAY, AUGUST 24, 2011

Town & Country Resort, Mission Valley

10:30am - 12:00pm (Check In & Networking)

12:00pm - 2:00pm (Lunch & Program)

Price Includes Lunch

\$20 for SDAR Members (\$29 after July 25)

\$30 for Non-Members (\$39 after July 25)

To register or for more information visit www.sdar.com or call (858) 715-8000.



SDAR Election Information – Get Involved

Look on page 14 for
the report from the
Nominating/Election
Committee naming the
candidates for Officers
and Directors 2012!

PERIODICAL

ON THE ROAD... WITH THE SDAR EXPO & CONFERENCE



This year's Expo & Conference is now history, but we were delighted with the turnout and the energy brought by all the attendees and exhibitors. For more information and images from the event, turn to pages 6 and 7.



PRESIDENT'S PERSPECTIVE

The 2011 SDAR Expo & Conference was a great success, and SDAR is planning the next big event – the 3rd Annual Regional Real Estate Summit. We hope to see you at the Real Estate Summit on Friday, August 24 at the Town and Country Resort in Mission Valley.

If you have not yet registered,

visit www.sdar.com and be sure to tell a friend. Take this great opportunity to join your colleagues for this luncheon networking event and receive valuable information to help you navigate your business in today's market.

Respected industry experts will put the state and regional real estate economy in focus, and give you insight into trends for the near future. Distinguished speakers include Norm Miller, Director of Real Estate Academic Programs with USD's Burnham-Moores Center for Real Estate and Cynthia Kroll, Sr. Regional Economist with the

University of CA, Berkley's Fisher Center for Real Estate and Urban Economics. Attendance is expected to exceed 1,000 real estate professionals so don't be left out.

Key statistics from June housing data indicate that sales for detached properties increased 3.8 percent and attached properties decreased slightly since May. While year-over-year total sold listings in June decreased for both detached and attached properties, the median home sales price in June decreased negligibly for detached and increased 2.1 percent for attached properties. Turn to the

center pages for a full breakdown of the June statistics.

I'll be checking in with you next month to keep you informed about the latest news from your association.

Sincerely,

Bob Kevane

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The San Diego REALTOR®

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San Diego REALTOR® (ISSN 1096-8210; USPS 479-460) is the official publication of the San Diego Association of REALTORS®, which is affiliated with the National Association of REALTORS® and the California Association of REALTORS®.

San Diego REALTOR® is published monthly. Member subscription rate, included in dues, is \$6 annually. Periodicals postage paid in San Diego, CA. POSTMASTER: Send address changes to San Diego REALTOR®, 4845 Ronson Court, San Diego, CA 92111. Telephone: (858) 715-8000.

All copy for publication should be mailed to the Editor, San Diego REALTOR®, 4845 Ronson Court, San Diego, CA 92111, by the 20th of the month preceding the month of publication. All copy is subject to editorial approval.

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Hello again from your San Diego Association of REALTORS®! Summer is in full swing and everyone at SDAR is hoping that the warmer months heat up home sales activity for our members. We thank everyone who attended, sponsored, volunteered, and worked diligently to plan SDAR's 2011 Expo and Conference on Friday, June 24 at the Town and Country Resort. The event was a huge success! Turn to pages 6 and 7 to read about some of the highlights of the day. SDAR is anticipating an even bigger attendance in 2012 and a "save the date" announcement will be coming to you soon.

I hope that business is looking up and that this summer will prove

to be a busy home-buying season. SDAR continues to be committed to providing members with the resources and tools, education, and networking opportunities real estate professionals need to succeed in business.

This month I'm excited to report that several REALTOR® Plus+ program renovations are about to be unveiled. While our upgrades don't involve plantation shutters, granite countertops, or stainless steel appliances, they do add value for our members. Several upgrades include special pricing on virtual tours and agent listing packages through SignOnSanDiego.com (Google's #1 ranked local real estate site), 10% discounts on qualifying AT&T

services, 25% discounts on mobile website upgrades through Mobile Real Estate ID™, access to a growing network of REALTOR® Plus+ program partners who offer exclusive discounts to REALTOR® Plus+ members, and more! Details about the new and improved REALTOR® Plus+ program will be announced online and in e-mail communications throughout the upcoming month. These program enhancements represent SDAR's ongoing commitment to enhancing the value of membership.

I hope to see you at SDAR's 2011 Real Estate Summit on Wednesday, August 24, at the Town and Country Resort. Be sure to register at www.sdar.com. As always, SDAR thanks



MICHAEL T. MERCURIO

you for your membership and appreciates the opportunity to be your partner in success.

Sincerely,

Michael Mercurio

BOARD OF DIRECTORS HIGHLIGHTS OF JUNE 2011 MINUTES

President's Report: Bob Kevane reported that a program planned in conjunction with SDSU to educate the public on how to buy real estate is moving forward. He also noted that he and several other board members attended the MLS Cloud Conference in June which provided good information about how to structure a consumer-facing website.

President-Elect's Report: Donna Sanfilippo reported that within the past month she attended New Member Orientation, Legal Task Force, Nominating/Election Committee candidate interviews, C.A.R./NAR Leadership Committee, among other meetings.

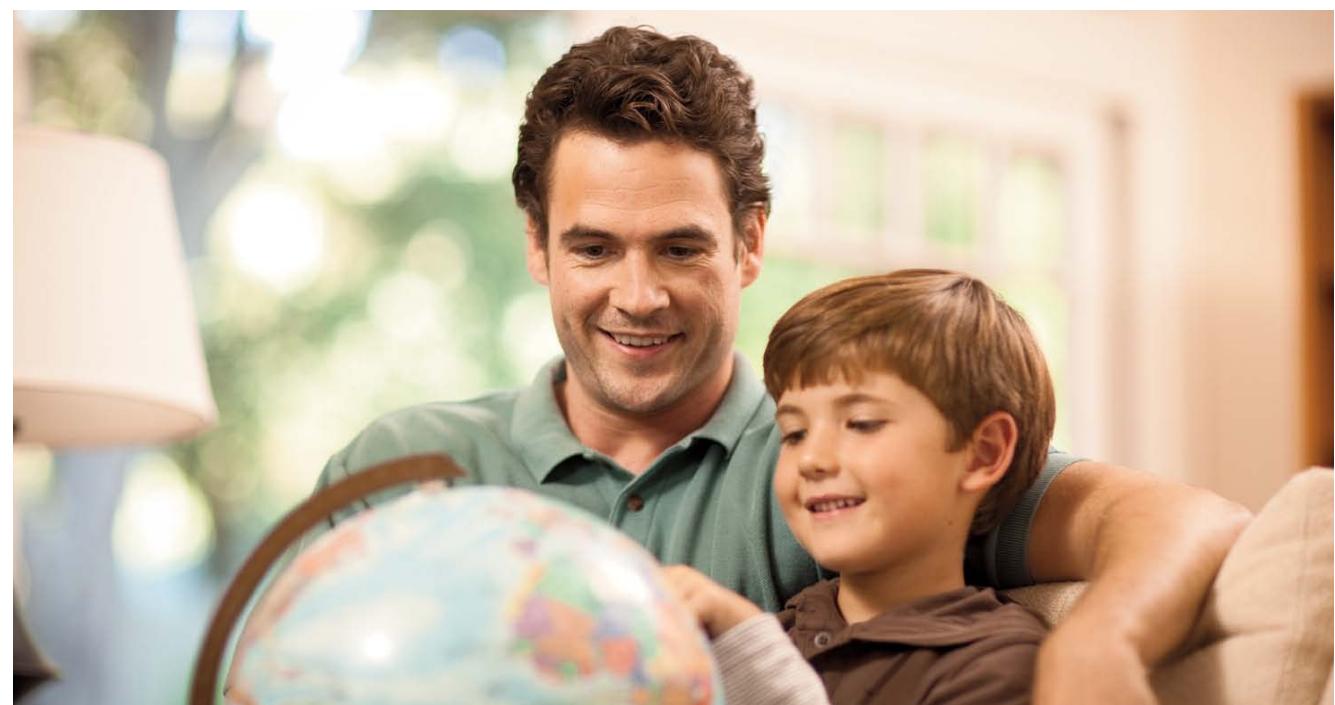
Chief Executive Officer's Report: Mike Mercurio reported that SDAR will be exploring other revenue sources while providing more products and benefits for members. He also announced that the recently completed REALTOR® Resource Guide & Affiliate Directory helped SDAR attract about 100 new affiliate members.

Committee Business: Upon recommendation of the Government Affairs Committee, the Board of Directors recommended that the PAC Trustees consider making a contribution of up to \$20,000 toward the City of San Diego Comprehensive Pension Board Reform ballot measure.

Upon recommendation of the Nominating/Election Committee, the Board of Directors accepted the slate of candidates for the Election of 2012 SDAR Leadership, and also voted to keep the size of the Board at 25 members (two Immediate Past Presidents, one Commercial representative, a president, president-elect, vice president, treasurer, and 18 members).

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JUNE REALTOR® APPLICANTS

The following people have applied for membership in the San Diego Association of REALTORS®. Any objections to the admittance should be addressed in writing to the Membership Committee, San Diego Association of REALTORS®, P.O. BOX 85586, San Diego, CA, 92186-5586.

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Eric Abrams - Eric M. Abrams
 Shaila Bodiwala - Shaila B. Bodiwala
 Peter Carr - Peter Carr
 Dan Caruso - Dan Caruso Real Estate
 Everett Davidson - JVD Realty
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 Robert Jassoy - Law Offices of Robert K. Jassoy
 Sara Kooklani - Kooklani Properties
 David Lee - Pacific Lee Realty
 Alberto Lopez - Alberto D. Lopez, Broker
 Spencer Lugash - Esquire Realty
 Marco Moniza - Moniza Realty
 Richard Rotwein - Richard Rotwein
 Ted Sanchez - Ted Sanchez
 Sean Scofield - Sean Patrick Scofield, Broker
 Jason Shapiro - Rising Realty of California
 Michael Shields - Shields Home Solutions, Inc.
 Scott Tucker - Southwestern Mortgage
 Charles Yazel - Charles J. Yazel

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 Marjorie Anderson - Priority Estates Realty
 Eduardo Angeles - Real Estate EBroker, Inc.
 Tina Apaipong - Melissa Goldstein Tucci
 Brian Arrington - Pacific Sotheby's Int'l Realty
 Darrell Ashcraft - R.B. Haley, Inc
 Joyce Bramlett - Middleton & Associates
 Andrea Brannan - Pacific Sotheby's Int'l Realty
 Julie Brown - Coldwell Banker Residential

Patricia Browne - ZipRealty, Inc.
 Sandy Cheung - Realty Source, Inc.
 Adi Cohen - Prudential California Realty
 Brian Colonelli - Century 21 Carole Realty
 Christine D'Agostini - Southwestern Mortgage
 Beth Delano - Flagship Properties
 Maribel Dewey - Coldwell Banker Residential
 Diane Easter - Cal State Realty Services
 Cynthia Eyer - Willis Allen Real Estate
 Franco Fanelli - Fabio Fanelli
 Deena Fischer - Metropolis Comm. Real Est. Co.
 Mason Folcarelli - Keller Williams SD Metro
 Brandy Foley - San Diego Real Estate & Inv.
 James Forsberg - Redfin Corporation
 Oliver Fries - Damico Realty Group
 Mary Gill - Coldwell Banker
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 Shirin Kouhkan - Global One Real Estate
 Steve Kramer - Realty Source, Inc.
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 Tony Li - Real Innovate Realty
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 Rebecca Martin - Realty Source, Inc.
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 Steven Nunez - Coldwell Banker Res. Brokerage
 Dan Pate - Home Field Advantage Realty
 Vivian Payne - Ascent Real Estate
 Joseph Perkins - Pacific Sotheby's Int'l Realty
 Tracy Phillips - RE/MAX Hometown Realtors
 Robert Pitner - Keller Williams Realty
 Mitchell Pomeroy - Pena Realty
 Amir Sadri - Jolley Real Estate
 Raul Salinas - Cabrillo Mortgage & Realty Services
 Richard Solo - Priority Estates Realty
 Xiaohong Song - Abacus Properties, Inc.
 Marty Stauber - Unitrust Realty Services
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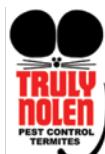
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Designated REALTORS®

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 Peter Hernandez - Teles Properties
 Kendrick Jan - Sterling River Realty
 Andrew Ojeisekhoba - Andrew Ojeisekhoba
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CARBON MONOXIDE DETECTORS: NEW STATE LAW NOBODY KNOWS ABOUT

Among the new state laws that went into effect on July 1, 2011 is one requiring homeowners to install carbon monoxide (CO) detectors in every California home. Previous laws only required newly constructed homes to have CO alarms.

The new Carbon Monoxide Poisoning Prevention Act (Senate Bill 183) required owners of all existing single-family dwellings with an attached garage or a fossil fuel source to install CO alarm devices by July 1, 2011. Owners of multi-family leased or rental dwellings, such as apartment buildings, have until January 1, 2013 to comply with the law.

What is carbon monoxide?

Carbon monoxide is a gas produced whenever any fuel, such as gas, oil, kerosene, wood, or charcoal, is burned. A person cannot see or smell carbon monoxide. However, at high levels carbon monoxide can kill a person in minutes.

In addition, there are well-documented chronic health effects of acute carbon monoxide poisoning from exposure to carbon monoxide, such as lethargy, headaches, concentration problems, amnesia, psychosis, Parkinson's disease, memory impairment, and personality alterations. (Cal. Health & Safety Code § 13261.)

What is the new California law dealing with the issue of carbon monoxide poisoning?

The Carbon Monoxide Poisoning Prevention Act of 2010 requires carbon monoxide detectors to be installed in every "dwelling unit intended for human occupancy." The California legislature also modified both the TDS (for residential one-to-four unit real

property) and MHTDS (for manufactured homes and mobile homes) to include a reference to carbon monoxide detector devices. See below for more details.

What is a carbon monoxide detector?

It is a relatively inexpensive device similar to a smoke detector that signals detection of carbon monoxide in the air. Under the law, a carbon monoxide device is "designed to detect carbon monoxide and produce a distinct audible alarm." It can be battery powered, a plug-in device with battery backup, or a device installed as recommended by Standard 720 of the National Fire Protection Association that is either wired into the alternating current power line of the dwelling unit with a secondary battery backup or connected to a system via a panel.

If the carbon monoxide device is combined with a smoke detector, it must emit an alarm or voice warning in a manner that clearly differentiates between a carbon monoxide alarm warning and a smoke detector warning.

The carbon monoxide device must have been tested and certified pursuant to the requirements of the American National Standards Institute (ANSI) and Underwriters Laboratories Inc. (UL) as set forth in either ANSI/UL 2034 or ANSI/UL 2075, or successor standards, by a nationally recognized testing laboratory listed in the directory of approved testing laboratories established by the Building Materials Listing Program of the Fire Engineering Division of the Office of the State Fire Marshal of the Department of Forestry and Fire Protection. (Cal. Health & Safety Code § 13262.)

How does a home-owner comply with this law?

Every owner of a "dwelling unit intended for human occupancy" must install an approved carbon monoxide device in each existing dwelling unit having a fossil fuel burning heater or appliance, fireplace, or an attached garage.

The applicable time periods are as follows:

(1) For all existing single-family dwelling units on or before July 1, 2011.

(2) For all other existing dwelling units on or before Jan. 1, 2013.

(Cal. Health & Safety Code § 17926(a).)

How many devices and where do I place them in the home?

This new law requires the owner "to install the devices in a manner consistent with building standards applicable to new construction for the relevant type of occupancy or with the manufacturer's instructions, if it is technically feasible to do so" (Cal. Health & Safety Code § 17926(b)).

The following language comes packaged with carbon monoxide (CO) detectors: For minimum security, a CO alarm should be centrally located outside of each separate sleeping area in the immediate vicinity of the bedrooms. The alarm should be located at least 6 inches (152mm) from all exterior walls and at least 3 feet (0.9 meters) from supply or return vents.



(Building standards regarding CO detectors for new construction are not detailed here.)

Are there any penalties for non-compliance with this law regarding installation of carbon monoxide detector devices?

Yes. A violation is an infraction punishable by a maximum fine of \$200 for each offense. However, a property owner must receive a 30-day notice to correct first. If an owner who receives such a notice fails to correct the problem within the 30-day period, then the owner may be assessed the fine. (Cal. Health & Safety Code § 17926(c).)

Can a buyer of a "dwelling unit intended for human occupancy" rescind the sale if the dwelling doesn't have the necessary carbon monoxide detectors?

No. However, the buyer may be entitled to an award of actual damages not to exceed \$100 plus court costs and attorney's fees. (Cal. Health & Safety Code § 17926(d).)

page 14 ►

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IMAGES FROM SDAR'S EXPO & CONFERENCE

SDAR's Expo & Conference last month brought more than 1,000 real estate professionals to the Town & Country Resort. We were delighted to see so many visiting the exhibitor booths to learn about all the tools available to assist them in their business. It was an excellent opportunity to network with colleagues and gain knowledge at more than a dozen education breakout sessions. Nearly 350 attended the Keynote Luncheon to learn about real estate fraud from an expert panel.

Many thanks to everyone involved in the success of the 2011 Expo and Conference, and especially our attendees and exhibitors.

In addition to our generous sponsors, SDAR appreciates our vendors who helped make it possible: Town and Country Resort, MSL, Freeman Exhibitor Services, CRE & AV Event Solutions, The ALLSTAR Group, Unique Mobile Sound Event Productions, Clever Promotions, CORT Furniture, and PictureBakery.

EXPO BOOTH WINNERS:

Best Theme Interpretation: D&S Termite and Pest Control

Best Giveaways: PictureBakery

Best Use of Booth Space: SettlementOne

Most Original Booth: Corky's Pest Control, Inc.

Best in Show: Military Home Loans

Special thanks to our booth judges: Bob Kevane, Donna Sanfilippo, Linda Lee, and Mark Marquez.



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CONGRATULATIONS REGINA BROWN, EXPO KIOSK SURVEY WINNER!



Regina Brown is the lucky winner of the random drawing to win an iPad for completing a kiosk survey at the 2011 SDAR Expo & Conference. Regina is a Broker with California Coast & Country Homes, Inc., and has been an SDAR member since 2010. Regina was thrilled to win an iPad and spend a few minutes with Nicole Anderson, SDAR's Director of Marketing and Communications.

(NA) How does it feel to win an iPad?

(RB) Please share my thanks with the SDAR staff, I am so thrilled to have won a new iPad! Our kids helped us set it up, and showed us how it all works. Our daughter helped us download books, music, and apps. We had a lot of fun with it last night! I am very blessed, and grateful for this opportunity to receive such a valuable tech tool from SDAR.

(NA) What do you like most about SDAR membership?

(RB) I transferred from the North County AOR because SDAR offers more training and resources. I like having access to so many resources to help support me in business like education, networking meetings, events, and MLS access. For example, when my laptop crashed I used the free PC repair service. Unfortunately, my laptop could not be restored but I didn't have to pay for that knowledge and SDAR helped ensure that my data was wiped for my protection and that the laptop was disposed of responsibly to protect the environment.

(NA) How did you learn about the 2011 SDAR Expo & Conference?

(RB) From my weekly SDAR emails which are really informative so I also forward to my agents.

(NA) What did you enjoy most about attending this year's Expo & Conference?

(RB) This year I didn't have time to attend the breakout sessions or luncheon which I have enjoyed in the past. However, the Expo was fantastic. It's a great opportunity to meet face-to-face with new vendors and learn about the latest technology to help me and my agents stay current. At California Coast & Country Homes, Inc., we maintain a paperless office so we're always looking for new tools to help us fulfill this mission. This year's vendors also had great goodies that I was able to take back and share with my agents. My favorites were Lowe's business card, calculator and pen combo and Wells Fargo's visors.

(NA) Currently, what is your greatest professional challenge?

(RB) The market will always fluctuate, but adopting new technology and striking the right balance of being ahead (but not too far ahead) of the curve is challenging. We're always trying to integrate new technology into a green and paperless office environment while also effectively accommodating clients that may not have email access.



SDAR's Nicole Anderson (left) congratulates Regina Brown.

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JUNE STATISTICS DETACHED HOMES

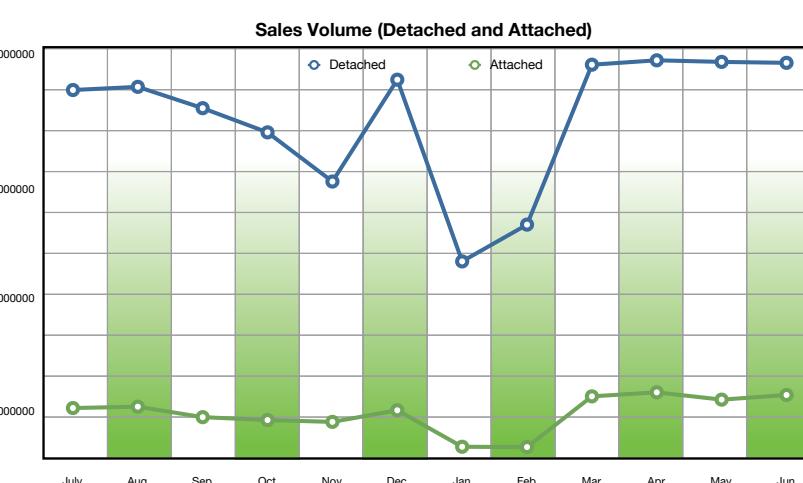
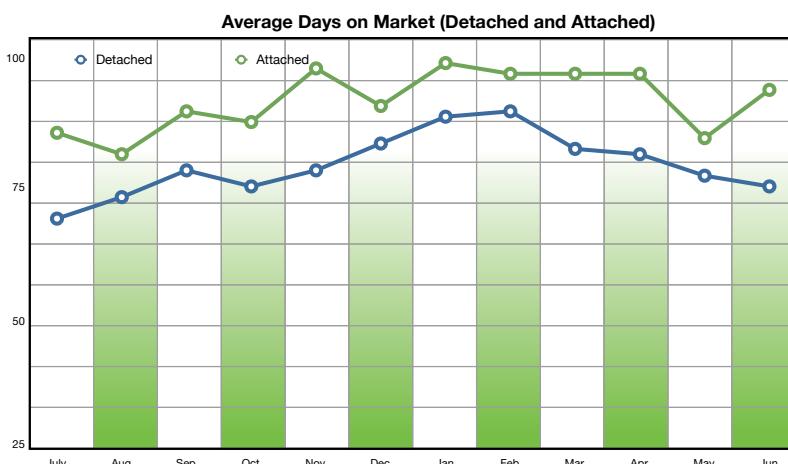
Current Year - 2011								Previous Year - 2010							
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*			
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	13	75	150	100	\$435,900	\$435,900	19	88	92	77	\$425,000	\$417,500		
91902	Bonita	17	78	82	92	\$440,000	\$447,000	15	72	63	75	\$550,000	\$459,500		
91905	Boulevard	1	5	8	148	\$47,300	\$116,000	2	7	77	96	\$172,500	\$125,000		
91906	Campo	2	26	55	89	\$152,000	\$149,950	3	26	77	78	\$140,000	\$144,850		
91910	Chula Vista	35	200	74	86	\$345,000	\$321,500	37	210	53	63	\$320,000	\$330,000		
91911	Chula Vista	32	219	79	98	\$252,000	\$270,000	37	210	88	67	\$312,000	\$289,900		
91913	Chula Vista	32	210	121	98	\$365,000	\$370,000	41	258	67	86	\$395,000	\$380,000		
91914	Chula Vista	17	118	76	85	\$515,000	\$509,500	15	112	44	84	\$450,000	\$495,000		
91915	Chula Vista	32	160	80	93	\$367,500	\$373,500	35	196	86	90	\$400,000	\$380,000		
91916	Descanso	0	12	0	71	\$0	\$221,250	2	12	191	111	\$190,000	\$216,250		
91917	Dulzura	0	1	0	172	\$0	\$339,000	0	2	0	116	\$0	\$207,500		
91931	Guatay	1	1	84	84	\$185,000	\$185,000	0	0	0	0	\$0	\$0		
91932	Imperial Beach	7	34	122	70	\$275,000	\$287,500	8	54	61	53	\$317,500	\$287,500		
91934	Jacumba	2	11	79	78	\$84,000	\$46,900	1	4	40	53	\$149,000	\$92,500		
91935	Jamul	7	49	63	77	\$550,000	\$430,000	3	50	71	94	\$390,000	\$382,000		
91941	La Mesa	21	142	61	80	\$386,000	\$386,000	25	152	51	76	\$390,000	\$393,000		
91942	La Mesa	22	104	58	71	\$322,197	\$325,000	17	97	27	49	\$355,000	\$335,000		
91945	Lemon Grove	15	86	62	59	\$215,000	\$242,500	17	112	68	74	\$259,000	\$265,000		
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	2	0	113	\$0	\$145,800		
91950	National City	12	106	55	98	\$231,000	\$216,000	12	117	72	64	\$260,000	\$218,000		
91962	Pine Valley	2	8	219	101	\$218,450	\$266,000	4	17	49	109	\$164,950	\$245,000		
91963	Potrero	0	1	0	51	\$0	\$225,000	0	1	0	41	\$0	\$104,000		
91977	Spring Valley	41	263	83	92	\$292,000	\$265,000	49	247	83	74	\$295,000	\$285,000		
91978	Spring Valley	3	33	141	108	\$400,000	\$325,000	9	29	146	92	\$415,000	\$360,000		
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92003	Bonsall	7	25	133	85	\$375,000	\$459,500	5	26	55	77	\$376,788	\$432,055		
92004	Borrego Springs	7	46	209	187	\$120,000	\$156,000	6	44	184	198	\$231,856	\$213,750		
92007	Cardiff By The Sea	8	37	48	59	\$692,000	\$880,000	7	36	36	90	\$900,000	\$750,000		
92008	Carlsbad	10	75	108	103	\$502,500	\$550,000	11	70	83	77	\$630,000	\$656,500		
92009	Carlsbad	42	238	57	75	\$717,424	\$685,000	55	278	57	63	\$655,000	\$690,400		
92010	Carlsbad	10	66	53	68	\$552,250	\$522,495	7	44	40	39	\$520,000	\$545,000		
92011	Carlsbad	15	94	66	69	\$760,000	\$707,500	18	90	55	64	\$672,500	\$770,000		
92014	Del Mar	17	79	102	106	\$1,245,000	\$1,300,000	9	48	101	112	\$1,300,000	\$1,370,000		
92019	El Cajon	27	166	77	87	\$390,000	\$374,450	25	137	74	64	\$378,779	\$370,000		
92020	El Cajon	29	158	54	76	\$305,000	\$302,500	24	125	46	52	\$346,000	\$315,000		
92021	El Cajon	36	148	98	88	\$263,750	\$280,000	29	181	66	82	\$320,000	\$319,000		
92024	Encinitas	34	172	73	73	\$754,500	\$734,000	23	181	61	59	\$678,000	\$725,000		
92025	Escondido	22	124	69	88	\$320,000	\$285,500	30	174	78	72	\$299,500	\$319,500		
92026	Escondido	44	217	69	98	\$340,000	\$337,500	37	206	123	81	\$335,000	\$328,500		
92027	Escondido	37	230	86	79	\$297,500	\$283,500	42	279	79	72	\$301,000	\$285,000		
92028	Fallbrook	41	258	60	91	\$390,000	\$354,250	43	248	64	96	\$330,000	\$343,000		
92029	Escondido	12	61	82	98	\$336,000	\$405,000	15	87	82	73	\$705,000	\$461,560		
92036	Julian	4	30	74	120	\$182,750	\$168,550	5	16	90	192	\$280,000	\$260,000		
92037	La Jolla	23	134	125	91	\$1,350,000	\$1,325,000	29	127	59	101	\$1,275,000	\$1,325,000		
92040	Lakeside	36	141	51	88	\$280,500	\$293,000	23	146	79	70	\$340,000	\$325,000		
92054	Oceanside	26	105	108	96	\$375,000	\$380,000	15	98	32	48	\$455,000	\$401,950		
92056	Oceanside	37	207	64	84	\$332,500	\$334,500	30	210	57	61	\$312,500	\$339,550		
92057	Oceanside	43	217	71	82	\$337,000	\$326,000	56	295	67	65	\$352,500	\$340,000		
92058	Oceanside	8	60	79	75	\$325,000	\$324,500	15	67	63	74	\$355,000	\$350,000		
92059	Pala	0	2	0	119	\$0	\$305,000	0	3	0	130	\$0	\$447,000		
92060	Palomar Mountain	0	1	0	122	\$0	\$482,500	1	6	300	135	\$122,000	\$141,000		
92061	Pauma Valley	1	12</												

JUNE STATISTICS ATTACHED HOMES

Current Year - 2011				Previous Year - 2010											
Zip Code	Market Area	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
		Mth	YTD	Mth	YTD	Mth	YTD								
91901	Alpine	2	18	37	102	\$102,000	\$148,950	3	7	152	138	\$165,000	\$162,500		
91902	Bonita	0	8	0	73	\$0	\$128,450	1	7	56	76	\$90,000	\$101,750		
91905	Boulevard	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91906	Campo	0	0	0	0	\$0	\$0	0	1	0	0	\$0	\$87,950		
91910	Chula Vista	12	78	87	100	\$194,125	\$170,000	13	84	69	81	\$185,000	\$151,000		
91911	Chula Vista	14	97	80	120	\$143,150	\$135,000	23	114	36	54	\$142,000	\$140,000		
91913	Chula Vista	22	130	134	122	\$200,000	\$194,250	34	154	80	92	\$217,500	\$220,000		
91914	Chula Vista	5	49	49	90	\$242,000	\$225,000	7	47	98	110	\$215,000	\$210,000		
91915	Chula Vista	14	85	98	141	\$216,925	\$221,950	24	104	139	115	\$232,000	\$235,000		
91916	Descanso	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91917	Dulzura	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91931	Guatay	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91932	Imperial Beach	14	46	376	223	\$110,500	\$159,000	7	44	72	93	\$170,000	\$119,000		
91934	Jacumba	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91935	Jamul	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91941	La Mesa	1	9	56	72	\$129,000	\$145,000	4	28	129	102	\$162,500	\$157,500		
91942	La Mesa	13	67	80	118	\$152,400	\$171,000	16	77	127	68	\$192,500	\$200,000		
91945	Lemon Grove	3	21	18	75	\$100,000	\$110,000	2	17	28	78	\$99,000	\$103,000		
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91950	National City	5	41	46	72	\$202,000	\$147,000	4	47	101	89	\$128,450	\$110,000		
91962	Pine Valley	0	2	0	77	\$0	\$19,250	0	1	0	412	\$0	\$35,000		
91963	Potero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91977	Spring Valley	8	49	37	78	\$99,750	\$139,900	14	68	71	75	\$125,200	\$149,950		
91978	Spring Valley	0	6	0	37	\$0	\$145,500	4	9	134	144	\$162,250	\$128,500		
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92003	Bonsall	1	13	155	98	\$102,500	\$120,000	0	15	0	77	\$0	\$135,000		
92004	Borrego Springs	1	7	23	200	\$65,000	\$125,000	3	12	372	268	\$65,000	\$55,000		
92007	Cardiff By The Sea	3	24	89	82	\$370,000	\$377,500	5	21	63	53	\$415,000	\$457,500		
92008	Carlsbad	7	41	91	81	\$479,000	\$419,900	7	50	53	105	\$425,000	\$391,500		
92009	Carlsbad	17	110	62	98	\$290,000	\$285,000	19	126	64	67	\$289,000	\$324,500		
92010	Carlsbad	6	30	65	78	\$319,500	\$315,000	5	41	100	45	\$339,000	\$360,500		
92011	Carlsbad	10	34	89	74	\$403,000	\$403,000	9	40	49	42	\$470,000	\$441,500		
92014	Del Mar	3	30	29	97	\$395,000	\$480,000	4	23	29	91	\$428,000	\$655,000		
92019	El Cajon	13	68	55	86	\$185,000	\$166,000	20	77	49	53	\$166,500	\$170,000		
92020	El Cajon	14	83	49	83	\$111,500	\$103,675	16	97	116	105	\$99,500	\$100,000		
92021	El Cajon	17	87	76	89	\$112,000	\$105,000	19	83	73	80	\$134,000	\$130,000		
92024	Encinitas	16	84	92	71	\$333,000	\$355,700	15	92	81	68	\$413,500	\$429,000		
92025	Escondido	4	51	302	125	\$152,500	\$143,500	6	47	70	68	\$126,500	\$121,000		
92026	Escondido	9	83	66	97	\$113,500	\$125,000	11	93	57	59	\$122,000	\$138,000		
92027	Escondido	5	48	39	76	\$82,000	\$93,750	3	62	45	83	\$116,500	\$105,000		
92028	Fallbrook	0	11	0	92	\$0	\$185,000	3	11	59	45	\$200,000	\$205,000		
92029	Escondido	2	7	339	134	\$199,500	\$150,000	4	11	11	75	\$160,000	\$170,000		
92036	Julian	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92037	La Jolla	23	125	125	102	\$480,000	\$461,000	28	149	96	93	\$574,000	\$522,000		
92040	Lakeside	4	35	110	113	\$68,056	\$92,000	10	53	96	77	\$100,000	\$99,000		
92054	Oceanside	11	61	80	109	\$272,000	\$329,000	20	92	52	71	\$324,500	\$314,850		
92056	Oceanside	26	128	111	79	\$187,500	\$187,500	20	132	72	69	\$186,000	\$199,500		
92057	Oceanside	16	140	62	87	\$150,000	\$146,950	25	152	72	97	\$140,000	\$143,000		
92058	Oceanside	9	68	75	102	\$164,000	\$155,900	10	47	92	77	\$159,500	\$162,000		
92059	Pala	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92060	Palomar Mountain	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92061	Pauma Valley	0	4	0	155	\$0	\$186,000	0	2	0	104	\$0	\$443,500		

Current Year - 2011				Previous Year - 2010											
Zip Code	Market Area	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
Mth	YTD	Mth	YTD	Mth	YTD										

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COMPARATIVE SALES - EXISTING HOMES - JUNE 2011 SAN DIEGO COUNTY

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
1 Total Sales Volume June 2011	\$253,980,855	-8.144	3.133	\$887,400,197	-9.594	-0.178
2 Average Sales Price June 2011	\$282,515	6.059	4.165	\$491,634	-5.236	-3.828
3 Median* Sales Price June 2011	\$219,000	-0.450	2.090	\$377,500	-6.210	-0.650
4 Sold Listings June 2011	899	-13.391	-0.991	1,805	-4.598	3.795
5 Average Days on Market June 2011	95	20.253	10.465	77	10.000	-2.532
6 Total Sales Volume June 2010	\$276,497,501			\$981,567,972		
7 Average Sales Price June 2010	\$266,375			\$518,799		
8 Median* Sales Price June 2010	\$220,000			\$402,500		
9 Sold Listings June 2010	1,038			1,892		
10 Average Days on Market June 2010	79			70		

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
11 Total Sales Volume YTD 2011	\$1,411,661,977			-13.442		
12 Average Sales Price YTD 2011	\$264,952			-2.038		
13 Median* Sales Price YTD 2011	\$209,900			-5.870		
14 Sold Listings YTD 2011	5,328			-11.642		
15 Average Days on Market YTD 2011	96			20.000		
16 Total Sales Volume YTD 2010	\$1,630,888,633			84		
17 Average Sales Price YTD 2010	\$270,462			\$495,264		
18 Median* Sales Price YTD 2010	\$223,000			\$383,500		
19 Sold Listings YTD 2010	6,030			10,669		
20 Average Days on Market YTD 2010	80			71		

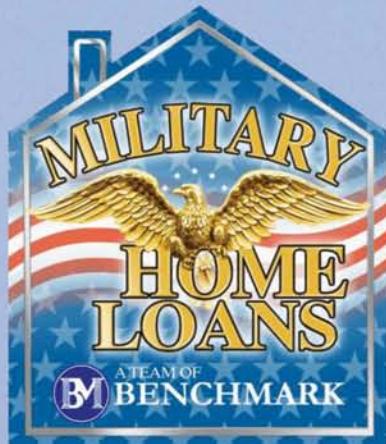
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VA moved their condo search engine, and the old site does not directly link to the new one. The search capabilities are basically the same. Unfortunately that includes the same challenges and limitations of the old search engine.

New Search Site:

Vip.vba.va.gov

Select: "Condo Reports"

under featured items

You do not need to sign in or register

If you'd like a free report on the top 8 items to use when searching for VA condos with this new site, please contact us.

For more details on this and other critical VA information please visit us at:

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Info@MilitaryHomePrograms.com



THE ABR® DESIGNATION: FOR REAL ESTATE BUYER AGENTS



(SDAR is offering the ABR® Designation Course on Tuesday and Wednesday, August 2 and 3, at the Kearny Mesa Service Center. See details below.)

The Accredited Buyer's Representative (ABR®) designation is designed for real estate buyer agents who focus on working directly with buyer-clients. When you decide to earn your ABR®, you gain:

- Valuable real estate education that elevates your skills and knowledge in the eyes of home buyers.
- Ongoing specialized information, programs and updates that help you stay on top of the issues and trends in successfully representing home buyers.
- Access to REBAC members-only marketing tools and resources, which provide an additional competitive edge.

Designation Requirements

To obtain and use the ABR® designation, you must complete all four (4) requirements:

1. Successful completion of the two-day Accredited Buyer's Representative Designation Course, including an 80 percent passing grade on the exam. After you complete this course you will have three (3) years in which to complete the other ABR® designation requirements.
2. Successful completion of one of the ABR® elective courses, including an 80 percent passing grade on the exam. This course may be taken prior to completing the Designation Course.
3. Documentation verifying five (5) completed transactions in which you acted solely as a buyer

representative (no dual agency).

Any transactions closed prior to taking the Accredited Buyer's Representative (ABR®) Designation Course or closed within three years after completing the Accredited Buyer's Representative (ABR®) Designation Course are eligible for credit.

4. Maintain active and good membership status in the Real Estate Buyer's Agent Council (REBAC) and the National Association of REALTORS®. Exception: International members of REBAC do not have to be members of NAR.

To get started on obtaining your designation, attend SDAR's next scheduled ABR® course:

Dates: Aug 2 & 3, 2011

Time: 9:00 a.m. – 4:00 p.m.

Location:

SDAR's Kearny Mesa Service Center
4845 Ronson Court, San Diego, 92111

Prices:

REALTOR® Plus+ Members.....	\$254.15
SDAR REALTORS®	\$299
All Others.....	\$325

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SAVE MONEY by registering for both your ABR® and elective course at the same time, just let your Member Services Representative that you are interested is saving 20%. Listed below are upcoming ABR® elective courses.

Short Sales & Foreclosures (SFR) –

July 26

Seniors Real Estate Specialist (SRES)

August 15 & 16

SDAR MEMBERS HOLDING ABR DESIGNATION

Please Note: List of designees as of July 1, 2011. If your name does not appear here, but you have earned the ABR designation, please email your certificate to education@sdar.com or fax a copy to (858) 715-8090 and Member Services will update your record.

Kathleen Low - Abacus Properties, Inc.
Maria G. Bailey - Absolute Realty
Judy Beechu Hsieh - ADW Realty
James Alberts Jr. - Alberts and Associates, Inc.
D. Ty Stewart - Allison James Estates & Homes
Arnel O. Guanzon - Arnel G. R.E. & Home Loans
Jonathan Olow - Ascent Real Estate, Inc.
Mark Bosola - Ascent Real Estate, Inc.
Monique LeBlanc - Ascent Real Estate, Inc.
Roberto Mercado - Ashton Realty
Bobby Graham Jr. - Avalon Real Estate Services
Robert Stretch - Bob Stretch Enterprises
Melissa Gwaltney - Brush Real Estate Services, Inc.
Kendall Jennings - Cameron Real Estate Services
Catherine A. Burciaga - Century 21 1st Choice Realty
Barbara M Whitman - Century 21 Award
Diana Weinrieb - Century 21 Award
Maria J. Cunningham - Century 21 Award
Sharon Findley - Century 21 Award
Teresa Learner - Century 21 Award
Marjorie McLaughlin - Century 21 First Choice Realty
Steven J. Sophia - Century 21 Horizon
John Andre Neeson - Cityscape Real Estate
Charlotte Cofield - Cofield Homes

Sylvana R. Meeks - Coldwell Banker Borrego
Katherine King - Coldwell Banker Borrego
Melinda Zeller - Coldwell Banker Country Realty
Gail L. Siler - Coldwell Banker Res. Brokerage
Bianca Romani - Coldwell Banker Residential
Carla L. Molino - Coldwell Banker Residential
Cheryl A. McGroarty - Coldwell Banker Residential
Nora Belmer - Coldwell Banker Residential
Pascale Fougeres - Coldwell Banker Residential
Regina M Youngren - Coldwell Banker Residential
Marla Jean Esser - CPR & MG
Robert J. Drakeley - CPR & MG
Denise E. Matthi - DEM Real Estate
Don N. Nelson - DonNelsonRealEstate.com
Edwin W. Estes Jr. Esq. - Edwin Estes Jr., Esq.
Barbara J. Brokaw - ERA Eagle Estates, Inc.
Craig J. Ives - ERA Eagle Estates, Inc.
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McKinley Jones - Exclusive Relocation Realty
Karen Friedman - Gallery Properties
Wendy L. Ambrose - Gem Real Estate
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Lois A. Reisdorf - Home Plus Corporation
Elayne Hartsell - Horizon Pacific Realty
J. Alan Sappenfield - J. Alan Sappenfield, Broker
Jeffrey Nelson - Jeff Nelson Real Estate
John T. Altman - JT Altman & Associates
Judy Meeker - Judy Meeker Realty
Kim Tran - Keller Williams Carmel Valley
Robert Martins - Keller Williams Carmel Valley
Dana S. Barry - Keller Williams Realty
Sandra L. Bryant - Keller Williams Realty
Thomas Baker - Keller Williams Realty La Jolla
Fiona Theseira - Keller Williams SD Metro

Ronald Klein - Klein Sells San Diego
Sandra Major - Major Real Estate
Michelle Hellerud - Market Realty
Marvin L. Collier Jr - Marvin Collier
Lynne M. Villanuev - McMillin Realty
Michael E. O'Neil - Ocean Bluffs Realty
Diane M. Sullivan - Pacific Real Estate Center
Diane B. Carroll - Pacific Realty Investment Group
Janet E. Farley - Pacific Sotheby's Int'l Realty
Rakhshaneh R. Govari - Pemberley Realty, Inc.
Meridith Metzger - Prudential CA Realty-Uptown
Victoria R. Inghram - Prudential CA Realty-Village
Angela Ordway - Prudential California Realty
Craig Lotzof - Prudential California Realty
Denise N. Korpinen - Prudential California Realty
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Jason R. Hall - RE/MAX Associates
Joseph Clement - RE/MAX Associates
Myles Weisman - RE/MAX Associates
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Scott A. Waid - RE/MAX Associates
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Dean Eades - RE/MAX Coastal Properties
Noah Grass - RE/MAX Coastal Properties
Tom Matti - RE/MAX Coastal Properties
Dalia R. Martinez - RE/MAX Direct
Regina Flores - RE/MAX Direct

Alexander Kybal - RE/MAX Pacific
Deborah Vande Berg - RE/MAX Ranch & Beach
Mary F. Taylor - RE/MAX Ranch & Beach
Libby Saleh - RE/MAX Ranch & Beach
Mila Feinstein - Real Estate Ebroker, Inc.
Patty Holliday - Real Estate Ebroker, Inc.
Steve Pik - Real Innovate Realty
Mira I. Bozanich - Real Living Lifestyles
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Maria Martin - Realty Executives of Temecula
Bernard Maki - Realty Experts/J&P Financial
Suzanne C. Cochran - Realty Source, Inc.
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DRE INITIATES NEW ENFORCEMENT ADVOCACY PROGRAM

The DRE has initiated the Enforcement Advocacy Program which attempts to resolve simple disputes or minor issues between consumers and licensees or subdividers as a potential alternative to setting up formal investigations into such matters. The program includes advocates from the Enforcement, Subdivisions, and Mortgage Loan Activities sections.

The mission of the Advocacy Program is to respond quickly and informally to concerns of consumers and members of the real estate industry by serving as an informal mediator or facilitator to resolve conflicts and/or to mitigate or prevent Real Estate Law violations. Over the last 7 months, the program has proven effective in resolving disputes, and in reducing workloads by addressing issues up front as opposed to at the conclusion of a lengthy investigative process.

Many of the issues that advocates work to resolve involve a breakdown in communication between licensees and their principals. It is important to note that, in many of these instances, advocates endeavor to reestablish and facilitate communication, thus solving the issue.

The types of cases that have been handled through the Advocacy Program have included small monetary disputes where there did not appear to be a violation of the Real Estate Law. Examples of issues that have been handled through the Advocacy Program are as follows:

- Consumers who needed copies of their documents and had been unable to secure a response.
- Consumers who needed assistance in contacting their agent or broker on a current transaction.
- Consumers who needed information that they had not been able to obtain from their agent for escrow, lenders, or inspectors.
- Consumers questioning commission demands by agents (inside and outside of escrow).
- Consumers trying to cancel transactions or loans.
- Consumers who wanted to know where their earnest money was.
- Consumers who were asked to sign documents or do something they did not understand or did not feel is appropriate.

- Consumers having difficulty with a subdivider.

- Consumers having homeowner association issues while DRE still has jurisdiction over a subdivider.

- Consumers having trouble with timeshare operators.

- Tenants who were being evicted following foreclosure without being provided the appropriate 90-day notice period.

- Short sale transaction disputes where one of the agents involved were demanding terms or provisions that were questionable or potentially unlawful. While the DRE cannot interfere with an ongoing transaction, we can place a call to the licensee to discuss possible consequences of proceeding.

- Licensees questioning whether offers have been presented to sellers, or to lenders in REO transactions.

- Consumers requesting return of illegally-collected advance fee payments.

The telephone numbers for the Advocacy Program are as follows:

Enforcement:

Fresno: (559) 445-5009

Los Angeles: (213) 620-6858

Oakland: (510) 622-2525

Sacramento: (916) 227-0864

San Diego: (619) 525-4190

Mortgage Loan Activities Unit:

(916) 227-0942

Subdivisions:

Subdivisions Northern Region:
(916) 227-0813

Subdivisions Southern Region:
(213) 576-6938

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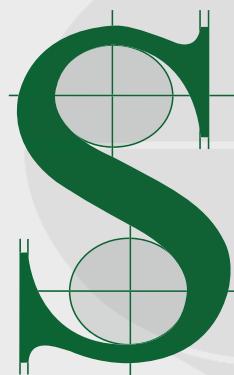
WHO ARE YOUR INTERNATIONAL HOME BUYERS?

The National Association of REALTORS® recently released its 2011 Profile of International Home Buying Activity. The new data indicate strong gains for REALTORS® seeking to do business with international and immigrant buyers.

Highlights of the report include:

- \$82 billion in U.S. real estate was sold to immigrant and international buyers between March 2010 and March 2011, a nearly 25% increase over the previous year.
- The median U.S. home price paid by global buyers was \$315,000, or \$100,000 above the national average for existing homes.
- 62% of global buyers used cash to cover their full purchase price, an increase of 7% over the previous year.

Are you interested in knowing more about the world of "International"? Contact education@sdar.com or attend our next International Mixer where you will have the opportunity to network with some of SDAR's Certified International Specialist (CIPS) professionals. If you missed the International Mixer that was held at the recent Expo, you missed a treat, but visit www.sdar.com for the date and time of the next mixer, planned for late August.



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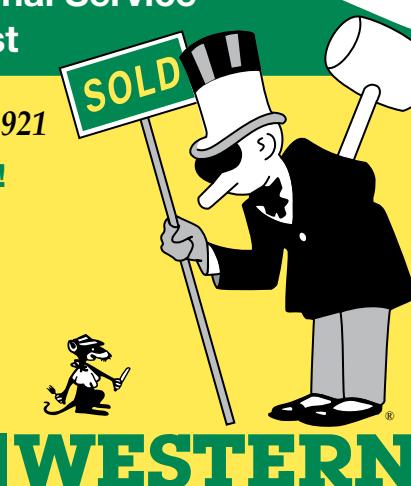
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NEWEST SRS DESIGNEES RECOGNIZED



In the June publication, SDAR acknowledged its members who held the SRS designation as of May 27, 2011. SDAR is now pleased to congratulate our most recent Seller Representative Specialists designees who attended the SRS course held at SDAR in June and who are now able to add this prestigious designation to their portfolio.

Edna Bejarano - **A-Plus Properties, Inc.**
Evelhya Morales - **A-Plus Properties, Inc.**
Monique LeBlanc - **Ascent Real Estate, Inc.**
Trudy Stambook - **Centre City Properties**
John Hartley - **Century 21 Horizon**
Cindy Farfan - **Coldwell Banker Res. Brokerage**
Cherie Giles - **Giles & Company, Inc.**
Frances Avalos - **Glenn D. Mitchel, REALTORS®**

Douglas Harrison - **Glenn D. Mitchel, REALTORS®**
Tini Nakashima - **Keller Williams Realty**
Kirsten Ferrer - **Logan Realty Company**
MaryAnn Morrar - **Morrar Realty**
Kelly O'Neal - **New Vista Realty**
Craig Wagner - **Pacific Sotheby's Int'l Realty**
Eleanor O'Deane - **Prudential California Realty**
Karlheinz Rogge - **RE/MAX United**
Adela Rivera - **Real Estate EBroker, Inc.**
Rebeca Rocha - **Realty World West**
Marcela Villalpando - **SD Homes**
Victor Marquez - **Weichert, REALTORS® Elite**
Violeta Valenzuela - **Wholesale Direct Real Estate**
Keith McLaurin - **Zion Realty Group**
Dorothy Barrett - **ZipRealty, Inc.**

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Michael Stowers NMLS ID 60866, Eric Billock NMLS ID 271844, Kim Stromberg NMLS ID 60341.





SDAR Election Information – GET INVOLVED

The Board of Directors for the San Diego Association of REALTORS® recently approved the report from the Nominating/Election Committee naming the candidates for Officers and Directors for 2012. SDAR encourages all members to vote in the upcoming elections. (Note: New members must have attended new member orientation on July 11 in order to be eligible to vote in this election.)

Timeline of the SDAR 2012 Election process:

July 22 – Record Date (*Voting members must have their current e-mail address on file at SDAR prior to this date. Contact Member Services or go online to ensure your e-mail address is current.*)

July 22 – Deadline to petition to be on ballot only *

August 22 – Online voting begins at 8:00 a.m. (*E-ballot sent via e-mail to all eligible members.*)

September 1 – Online polls close at 5:00 p.m.

September 2 – Election/Nominating Committee meets to receive results.

September 6 – Election results posted at SDAR office and on www.sdar.com.

September 9 – Annual Meeting (*President declares election results*)

Nominations for 2012 Officers and Directors

(Order determined by random drawing)

President-Elect

1. Bruce Bourdon
2. Linda Lee
3. Raylene Brundage

Vice President

1. Leslie Kilpatrick
2. Bryan Hoffman

Treasurer

(Currently serving two-year term)

Directors

1. Kevin Burke
2. Mary Mitchell
3. Cory Shepard
4. Michael Spilger
5. Roger Holtsclaw
6. Fiona Theseira
7. Gerri-Lynn Fives
8. Rob McNelis
9. Patrick Hale
10. Karla Cohn
11. Glenn Bennett
12. Steve Fraioli

*Petition Process as per SDAR Bylaws: Additional candidates may be placed in nomination by a petition filed with an Officer of the Association at least 30 days before the election, signed by 2% of the REALTOR® members eligible to vote. (as of Record Date). Only official petitions obtained from SDAR may be used. Only original signatures will be counted. E-mail Betty Graner at bgranner@sdar.com for petition form and guidelines.

AFFILIATE SPOTLIGHT

MILITARY HOME LOANS



Military Home Loans began in 2004 as Military Home Programs, a loan brokerage focused on military clientele and always doing things right. In 2010 they became a direct lender and changed their name to emphasize their focus on loans.

The company is family owned and operated by Ken and Karen Bates, both of whom are veterans themselves. After having a VA purchase fall through because of bait and switch loan practices while she was enlisted in the Navy, Karen has a passion to help our local military personnel get the best loan possible without any gimmicks or surprises. They protect our freedom and deserve only the best when purchasing their American Dream. Ken used his VA loan to purchase his first house, and has since been focused on making sure everyone; agents included, understand what a great program VA is.

Military Home Loans has always been agent focused. They joined SDAR at the 2005 Expo, won the 2009 affiliate of the year award, and have been a pinnacle sponsor in 2010 and 2011. They began teaching VA classes at SDAR in 2007, and have taught over 1500 local agents the real ins and outs of the VA purchase process. Empowering agents with topics such as: the tricks to get their VA offers accepted, what to ask a client to see if VA is their best bet, and how to grow their business using VA deals. Since the majority of Military Home Loans business comes from agents, this exposure has been critical to their growth and SDAR's endorsement has positioned them as the trusted VA source.

VA loans virtually disappeared from the San Diego market with less than 100 purchases per year being done through 2007. However, with the mortgage meltdown and disappearance of the other loan programs, VA exploded to over 3500 purchases per year by 2009 and now represents roughly 12% of all San Diego purchases. Military Home Loans was on the forefront of VA's return by helping to ensure agents who haven't done a VA purchase in years or are new to VA loans have a reliable source for current information and solid pre-approvals.

Upcoming for Military Home Loans is a total rework of their website to put all the knowledge they have within easy reach of every agent. Everything from videos on what VA appraisers are actually flagging as repairs, samples on how to write up a contract, tutorials on searching VA approved condos, and webinars on using VA to grow your business. This work is expected to be complete before the end of the year, so agents can have access 24/7 to the real information they need for their VA transactions.

For more information, please contact Ken at 619-422-5900 or Ken@Mil-Loans.com

CARBON MONOXIDE DETECTORS

page 5 ▼

Does a seller have any special carbon monoxide disclosure obligations?

No. The only disclosure obligations are satisfied when providing a buyer with the TDS or the MHTDS. If the seller is exempt from giving a TDS, the law doesn't require any specific disclosures regarding carbon monoxide detector devices. (See Cal. Civ. Code §§ 1102.6, 1102.6d.)

The Homeowners' Guide to Environmental Hazards also will include information regarding carbon monoxide.

May local municipalities require more stringent standards for carbon monoxide detectors?

Yes (Cal. Health & Safety Code § 17926(e)).

Do landlords have any special obligations regarding carbon monoxide detectors?

Yes. All landlords of dwelling units must install carbon monoxide detectors as indicated in Question 4. The law gives a landlord authority to enter the dwelling unit for the purpose of installing, repairing, testing, and maintaining carbon monoxide devices "pursuant to the authority and requirements of Section 1954 of the Civil Code [entry by landlord]."

The carbon monoxide device must be operable at the time that a tenant takes possession. However, the tenant has the responsibility of notifying the owner or owner's agent if the tenant becomes aware of an inoperative or deficient carbon monoxide device.

The landlord is not in violation of the law for a deficient or inoperative carbon monoxide device if he or she has not received notice of the problem from the tenant. (Cal. Health & Safety Code § 17926.1.)

If the California Building Standards Commission adopts or updates building standards relating to carbon monoxide devices in the future, is the owner required to install the newer device?

It depends. Yes, when the owner makes an application for a permit for alterations, repairs, or additions to that dwelling unit with the cost exceeding \$1,000. (Cal. Health & Safety Code § 17926.2(b).)

Where can I obtain additional information?

Readers who require specific advice should consult an attorney. C.A.R. members requiring legal assistance may contact C.A.R.'s Member Legal Hotline at (213) 739-8282, Monday through Friday, 9 a.m. to 6 p.m., and Saturday, 10 a.m. to 2 p.m. C.A.R. members who are broker-owners, office managers or Designated REALTORS® may contact the Member Legal Hotline at (213) 739-8350 to receive expedited service. Members may also fax or e-mail inquiries to the Member Legal Hotline at (213) 480-7724 or legal_hotline@car.org.

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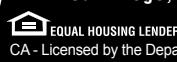
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SDAR Education Schedule

Classes subject to change or cancellation.

Check www.sdar.com for current information.

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JULY	Class Name	Time	R-Plus	RMS	SDAR	Others	Credits	Presenter
21	Tempo Tips & Updates	9:30 am – 11:00 am	Free	Free	Free	Free	NA	Sandicor Trainer
21	How to Transition Into Commercial Real Estate	12:00m – 1:30 pm	\$17	\$20	\$20	\$25	NA	Curtis Gabhart
26	Short Sales & Foreclosures (SFR Designation)	8:30 am – 5:00 pm	\$84.15	\$99	\$99	\$119	8 CP	J. Alan Sappenfield
26	Red Flags: Natural Hazard, Title, and Termite	9:30 am – 1:30 pm	\$68.85	\$65	\$81	\$90	4 CP	Michael Spilger, Esq.
27	Mastering the iPad for Real Estate (beginner session)	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$30	NA	Jeffrey Raskin
27	Mastering the iPad for Real Estate (advanced session)	1:00 pm – 4:00 pm	\$21.25	\$25	\$25	\$30	NA	Jeffrey Raskin
28	zipForm® Online Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
29	Paperless Office: Better Workflow Saves Time, Money	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$35	NA	Randy Jones
AUGUST	Class Name	Time	R-Plus	RMS	SDAR	Others	Credits	Presenter
2 & 3	Accredited Buyer Representative (ABR Designation)	9:00 am – 4:00 pm	\$254.15	\$299	\$299	\$325	12 CP	J. Alan Sappenfield
2	Free MLS Training - Day 1	9:15 am – 4:30 pm	Free	Free	Free	Free	NA	Sandicor Trainer
2	Live Point2 Agent (Syndicated Listings)	12:00 pm – 1:00 pm	Free	Free	Free	Free	NA	Floyd Arnold
9	When in Doubt... Disclose, Disclose, Disclose!	9:00 am – 1:00 pm	\$68.85	\$65	\$81	\$90	NA	Michael Spilger, Esq.
9	Paperless Office: Better Workflow Saves Time, Money	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$35	NA	Randy Jones
9	Free MLS Training - Day 2	9:15 am – 4:30 pm	Free	Free	Free	Free	NA	Sandicor Trainer
10	QR Codes & Microsoft Tags	9:30 am – 11:30 am	\$16.15	\$19	\$19	\$25	NA	Michael Kennedy
11	zipForm® Online Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
15 & 16	Seniors Real Estate Specialist (SRES Designation)	9:00 am – 4:00 pm	\$254.15	\$299	\$299	\$329	12 CP	J. Alan Sappenfield
15	26 Ways to Avoid Lawsuits	9:00 am – 1:00 pm	\$68.85	\$65	\$81	\$90	4 CP	Michael Spilger, Esq.
16	Prospecting	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$35	3 CS	John Altman
18 & 19	Certified Negotiation Expert (CNE Designation)	8:30 am – 5:00 pm	\$169.15	\$199	\$199	\$209	15 CP	John Wenner
18	Tempo Tips & Updates	9:30 am – 11:00 am	Free	Free	Free	Free	NA	Sandicor Trainer
22	Short Sales: Legal Pitfalls	9:00 am – 12:00 pm	\$28.90	\$29	\$34	\$39	NA	Michael Spilger, Esq.
25	zipForm® Online Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
25	Confirmation Letters	1:00 pm – 3:00 pm	\$17	\$20	\$20	\$25	NA	Jacqueline Oliver, Esq.
29 & 30	Pricing a Property & The Rules of Marketing	Mon: 9:00 am – 1:00 pm Tue: 9:00 am – 12:00 pm	\$89.25	\$89	\$105	\$131	7 CP	Jacqueling Oliver, Esq.
31	Fusion/Tempo Tips & Updates	4:00 pm – 6:00 pm	Free	Free	Free	Free	NA	Sandicor Trainer

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AUGUST 2011 CALENDAR OF EVENTS



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	SDAR COMMITTEE MEETINGS
	New Member Orientation 1 8:30 am–3:00 pm.(Kearny Mesa)	REIE Exchangers 2 8:30 am–11:00 am (Kearny Mesa) Accredited Buyer Rep (Day 1) 9:00 am–4:00 pm (Kearny Mesa) Free MLS Training (Day 1) 9:15 am–4:30 pm (Kearny Mesa) Live Point2 Agent Seminar 12:00 pm–1:00 pm (South County)	Accredited Buyer Rep (Day 2) 3 9:00 am–4:00 pm (Kearny Mesa) East & South County Pitch/Caravan 9:00 am–12:00 pm		4	5	6
7	8	REIE Exchangers 9 8:30 am–11:00 am (Kearny Mesa) When in Doubt... Disclose! 9:00 am–1:00 pm (Kearny Mesa) The Paperless Office 9:00 am–12:00 pm (East County) Free MLS Training (Day 2) 9:15 am–4:30 pm (Kearny Mesa)	East & South County Pitch/Caravan 10 9:00 am–12:00 pm QR Codes & Microsoft Tags 9:30 am–11:30 am (Coronado)	zipForm® Online Lab 11 9:00 am–12:00 pm (East County)		12	13 One-Day Prep Course 8:30 am–5:00 pm (Kearny Mesa)
14	15 Senior R.E. Specialist (Day 1) 9:00 am–4:00 pm (Kearny Mesa) 26 Ways to Avoid Lawsuits 9:00 am–1:00 pm (Kearny Mesa)	REIE Exchangers 16 8:30 am–11:00 am (Kearny Mesa) Senior R.E. Specialist (Day 2) 9:00 am–4:00 pm (Kearny Mesa) Prospecting 9:00 am–12:00 pm (East County) VA Seminar for REALTORS® 9:00 am–11:00 am (Del Mar)	East & South County Pitch/Caravan 17 9:00 am–12:00 pm	Certified Negotiation Expert (Day 1) 18 8:30 am–5:00 pm (South County) Tempo Tips & Updates 9:30 am–11:00 am (East County)	Certified Negotiation Expert (Day 2) 19 8:30 am–5:00 pm (South County)	Fusion/Tempo Tips & Updates 20 9:00 am–11:00 am (Del Mar)	
21	22 Short Sales - Legal Pitfalls 9:00 am–12:00 pm (East County)	REIE Exchangers 23 8:30 am–11:00 am (Kearny Mesa)	Real Estate Summit 24 10:30 am–2:00 pm (Town and Country Resort) East & South County Pitch/Caravan 9:00 am–12:00 pm	zipForm® Online Lab 25 9:00 am–12:00 pm (Kearny Mesa) Confirmation Letters 1:00 pm–3:00 pm (Kearny Mesa)	GRI – Trust Fund Mgmt. and Fair Housing 26 8:00 am–5:00 pm (Kearny Mesa)	27	
28	29 Pricing a Property & The Rules of Marketing (Day 1) 9:00 am–1:00 pm (Kearny Mesa)	REIE Exchangers 30 8:30 am–11:00 am (Kearny Mesa) Pricing a Property & The Rules of Marketing (Day 2) 9:00 am–1:00 pm (Kearny Mesa)	East & South County Pitch/Caravan 31 9:00 am–12:00 pm Fusion/Tempo Tips & Updates 4:00 pm–6:00 pm (South County)	3RD ANNUAL REGIONAL REAL ESTATE SUMMIT WEDNESDAY, AUG. 24 INCLUDES LUNCH		TIME: 10:30 a.m.–2:00 p.m. LOCATION: Town and Country Resort, Mission Valley PRICES: \$20 for SDAR Members (\$29 after 7/25) \$30 for Non-Members (\$39 after 7/25) REGISTER: www.sdar.com or (858) 715-8000	

All classes/events subject to change or cancellation.



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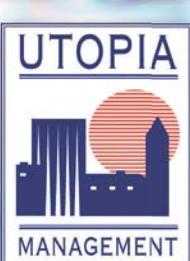
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